



## CHAIRMAN'S SPEECH

Ladies and Gentlemen:

It gives me immense pleasure to address you at this exciting time when your company is cruising through the path of expansion beyond what we have planned last year.

The economic scenario in the country is in great spirit with added growth and expansion in the infrastructure, housing, retail and entertainment spaces.

This is in addition to the continuing boom in the information technology, biosciences and manufacturing sectors. This has created a good market for "High Quality High Value" products.

As the pioneer in the Industry for "Full Body, High Quality" products, your Company is gearing up to meet the growing demand and has re-established "RESTILE" product leadership by introducing into the market yet another pioneering product "Pearl Rock", a full body product with a unique pearl like finish, one more first in the industry. You must have witnessed the Company's efforts in creating product launches and awareness across the media. Your company trusts, this will go a long way in retaining strong brand awareness/recognition for our products in both project and retail markets.

Company's R&D, Manufacturing and Marketing teams are in great zeal and energy by the overwhelming response for the Pearl Rock and marble varieties from the industry professionals, project consultants and dealer network. This adds to our existing product line of Mirror Stone, Granamite and Impacta.

On the expansion front, I have the following to report to you:

1. Refurbishment and balancing of existing lines: This project is now completed and the company is in a position to consistently produce and sell nearly 3500 sq. mtrs. per day (Phase I).
2. Management of the Company has finalized plans to fully optimize the existing location by adding a third line with 6000 sq. mtrs. per day and take the total capacity to 9500 sq. mtr. per day (Phase II). To accommodate this, the company has already purchased additional land adjacent to our existing plant.
3. The management is also in the process of conducting location study and feasibility to have natural gas based manufacturing at the second location (Phase III).

In respect of financial matters, I have the following to report to you:

1. Your Company has performed quite satisfactorily at a time when a combination of expansion, R&D and product development are all happening together affecting commercial production for sales. It is a grueling task to carryout project execution in an operating plant with space constraints. Our employees deserve full recognition in carrying out the multiple tasks and at the same time, satisfying customer needs with a smile.
2. Your company recently obtained BIFR permission to raise more capital to meet the capital expenditure for expansion. The management is confident that with the support of the promoters, the capital-raising program will be successful.
3. Your company will have no long-term borrowing after the Rights Issue, (unless we take on further expansion). With the increase in capitalization, the management is confident of a rewarding future.

I am hopeful that with the expanded capacity, optimum asset/capital utilization and encouraging market position, your company is poised for a profitable year ahead.

Thank You

**Nalin A Rathod**  
Chairman & Managing Director